

Fwd: Weekly Management Update - 24th July 2018

David Mata <dave@blockbits.capital>

Wed 10/3/2018 1:43 PM

To: Ablett, Katherine E. (SF) (FBI) <keablett@fbi.gov>; Wynar, Roahn (SF) (FBI) <rwynar@fbi.gov>;

I'll look further, but I believe this is the only one of this type I've received.
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From: **David Mata** <dbmata@gmail.com>

Date: Wed, Oct 3, 2018 at 1:32 PM

Subject: Fwd: Weekly Management Update - 24th July 2018

To: Dave Mata <dave@blockbits.capital>

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From: **Marcus Andrade** <ceo@amlbitcoin.com>

Date: Tue, Jul 24, 2018 at 1:01 PM

Subject: Fwd: Weekly Management Update - 24th July 2018

To: David Mata <dbmata@gmail.com>

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From: **Mikail Conybeare** <mikail@dit.network>

Date: Tue, Jul 24, 2018 at 12:08 PM

Subject: Weekly Management Update - 24th July 2018

To: All Staff <allstaff@dit.network>

Date	24Jul2018	12:00-12:30
Location	23 Austin Friars, London	
Subject	Weekly Management Update	
Minutes Author	Mikail Conybeare [MC]	
Present	David Olalla [DO], Mikail Conybeare [MC], Warren Cully [WC]	
Online		

	Nigel Quantick [NQ], , Raymond Robertson [RR], Richard Naimer [RN]
Distribution	Angela Knight [AK], Bill Greaves [BG], John Crawford [JC], John Langdon [JL], Marcus Andrade [MA], Simon Clark [SC], Terence Poon [TP]

Issue	By	Update	Owner	Action Date
Negotiation				
Panama Ship Registry	RN	Last email received from them indicated they were deliberating whether registry or government should do project. Much longer process to be expected if they decide government. Update expected in August.	RN	Aug2018
Meeting Held				
Alastair Lukies	RR	RR and RN looking to spend a week in London in early Sept to meet with Motive and other prospects with a potential additional week in early October if needed.	RR	27Jul2018
Citigroup	MC	Sales team to initiate follow up with retail side.	NQ	Aug2018
EY	RR	Response to meeting with next steps expected by end of this week. To be chased if nothing received.	RR	27Jul2018
Mediolanum	NQ	Nigel to chase.	NQ	27Jul2018
FCA Sandbox	NQ	*Post call update: Application for FCA 'Direct Support' scheme to be submitted this week.	NQ	27Jul2018
All-Party Parliamentary Taxation Group	RR	RR following up on potential legislative changes.	RR	Aug2018
CISI	RR	George Littlejohn looking to meet RR in Edinburgh in early August. Due to busy September schedule, October now preferable for the educational session.	RR	Aug2018

Qualification				
Motive Partners	RR	Looking to arrange meeting in early September with early October a backup date.	RR	Aug2018
Credit Suisse	MC	Call arranged with NQ, MC, and Emmanuel Aidoo (Head of DLT and blockchain) for 26 th July.	NQ	26Jul2018
GBX	RR	New COO still settling in, looking to arrange a meeting for September.	RR	Sept2018
Jersey	RR	Briefing and presentation to Geoff Cook, CEO, Jersey Finance and the Jersey Finance Minister. To be arranged for Jersey in September.	RR	Aug2018
Sri Lanka	RR	Briefing and presentation to Mangala Samaraweera, Sri Lankan Finance Minister regarding the Sri Lankan International Financial Centre to be arranged for September in London.	RR	Aug2018
Kazakhstan FC	RR	On hold		
FATF	RR /NQ	Publication released that contradicted previous discussions with FATF. Phone call set up with David Lewis with next steps to be decided after. NQ has reached out to Mark Whaley at the Anti-Corruption Commission in Cayman.	RR	03Aug2018
Port of Dover	RR	PoD looking to arrange a joint meeting with Calais.	RR	Aug2018
Prisa Group	RN	Richard following up on proposal.	RN	31Jul2018
Royal Mint	RR	Tied up with EY.		
TransferWise	RN	RN met with Yoni who is happy to make introductions and start process of kicking off a project, but timelines after this would not be immediate as project lead on their side has just joined and this wouldn't be initial priority.	RN	Aug2018
Uphold	RN	RN looking to arrange a call with them this week.	RN	31Jul2018
Leads				

Lloyds of London	RR	*Post call update from RR - As an in to UK insurance.	RR	Aug2018
Coventry Building Society	RR	*Post call update from RR - Potential lead recommended by Alastair Lukies.	RR	Aug2018
Link	RR	Recommended by Alastair Lukies to arrange meeting.	RR	Aug2018
UK Dept of Culture, Media and Sport	RR	*Post call update from RR - Liam Maxwell, UK Govt's National Technology Advisor	RR	Aug2018
Applied Blockchain	RN	Potential for co-operation, to be explored.	RN	Aug2018
Viagogo	NQ	Potential lead recommended from Alastair Lukies meeting as they have a need for identity solution for event ticket sales. To be followed up.	NQ	Aug2018
Diligex	NQ	NQ to follow up.	NQ	25Jul2018
Liberia	RN	RN to follow up.	RN	Sep2018
Sierra Leone	RN	RN to follow up.	RN	Sep2018
Somalia	RN	RN to follow up.	RN	Sep2018
Illinois Government	RN	Source of info: https://sites.google.com/view/blockchain-govt-tracker		

Product Management

- Sonin admin website development scope signed-off after meeting with BG today to clarify some open ends. Technical kick off call taking place today.
- Mobile app MVP wireframes now being finalised to be sent to Sonin for quote.
- Corda integration Ongoing.
- Latest Product Roadmap available here: <https://bit.ly/2NvhHVT>

<ul style="list-style-type: none"> ABTC – HIT BTC confirmed that ABTC will be listed on exchange, tentative timeframe roughly 3 weeks. The plan is for a PR splash to announce listing that also mentions CrossVerify being part of the FCA Direct Support scheme (dependant on FCA confirming inclusion, which looks likely from previous meeting).
Partners
<ul style="list-style-type: none"> R3 – Showcase call to take place in August / September to allow time to find a partner to present with as this will add significant value to bring on additional partners. Aware – Expressed a strong interest to partner for sales and could potentially help drive partner sales channel in Brazil as they have an established client there. To be followed up. FCA – *Post call update: Direct Support application to be submitted this week.
Finance
<ul style="list-style-type: none"> Need to arrange further call between JL, SC, and NQ in order to determine cost forecast which will be driven by the revenue forecast. Temporary company bank account opened with Transferwise. Natwest bank account setup still in progress and waiting on Natwest. Escalated by NQ again.
Recruitment
<ul style="list-style-type: none"> QA Lead Nathan joining on 1st August. *Post call update: Delay to Nathan's start date due to issue with previous employer, now likely w/c 6th August at earliest. NQ to send RN Sales team proposal. Job Description for a Junior Copywriter / Researcher being put together by MC.
Website
<ul style="list-style-type: none"> Once priority MVP work for admin website and mobile is complete, the dit.network website will be updated with more content.
Staff Holidays
<ul style="list-style-type: none"> Nigel Quantick – 23rd July to 3rd August. Warren Cully – 27th July to 3rd August.

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Managing Director and Co-Founder

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* Please consider this message confidential and not to be shared with anyone outside of the recipient list.